

## Message Text

UNCLASSIFIED

PAGE 01 BOGOTA 06408 072056Z  
ACTION XMB-04

INFO OCT-01 ARA-14 ISO-00 EB-08 COME-00 DOE-15 SOE-02  
OPIC-06 TRSE-00 CIAE-00 INR-10 NSAE-00 SSO-00  
INRE-00 ICAE-00 /060 W  
-----054256 072059Z /73

O 072014Z JUL 78  
FM AMEMBASSY BOGOTA  
TO SECSTATE WASHDC IMMEDIATE 8883  
INFO AMCONSUL MEDELLIN

UNCLAS BOGOTA 6408

PASS EX-IM BANK FOR SIMHT CO

SUBJ: TRADE PROMOTION: VISIT OF ENERGY SECTOR OFFICIALS

1. DR. SAMUEL NAVAS PINZON, EMPRESA DE ENERGIA ELECTRICA DE BOGOTA (EEEB), DR. RICARDO PULIDO GONZALEZ, INSTITUTO COLOMBIANO DE ENERGIA ELECTRICA (ICEL) AND DR. GERMAN JARAMILLO, INTERCONEXION ELECTRICA S.A. (ISA) WILL BE IN WASHINGTON DURING WEEK OF JULY 10 TO SIGN IBRD CREDIT FOR CONSTRUCTION OF SAN CARLOS PROJECT. DURING THE WEEK THEY DESIRE MEET WITH CHAPMAN AND SIMONINI TO DISCUSS EX-IM CREDITS TO COLOMBIA FOR ENERGY PROJECTS. NAVAS WILL CALL EX-IM EARLY IN WEEK TO SET APPOINTMENT.

2. DURING CEREMONY ANNOUNCING INNAUGURATION OF JOINT VENTURE BETWEEN WESTINGHOUSE, DISTITAL AND MOTORES TO MANUFACTURE HYDROGENERATING EQUIPMENT, NAVAS AND EEB TECHNICAL DIRECTOR APPROACHED COMMATT VOICING COMPLAINTS ABOUT RECENT PRELIMINARY COMMITMENT TO EEEB FOR PURCHASE OF GENERATION EQUIPMENT. ACCORDING TO NAVAS, PC (WHICH EMBASSY DOES NOT HAVE) IS FOR VARIABLE INTEREST RATES BETWEEN EIGHT PERCENT AND 8.375 PERCENT DEPENDING UPON SIZE OF PURCHASE. EIGHT PERCENT RATE WOULD PREVAIL FOR PURCHASE OF AT LEAST \$25 MILLION OF EQUIPMENT WHICH IS MUCH LARGER THAN EEEB REQUIREMENTS.  
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NAVAS ESTIMATES THAT EEEB WOULD NEED ABOUT \$15 MILLION AND ASKED REASON WHY EX-IM PREVIOUSLY GAVE PC TO EEEB FOR \$12 MILLION AT EIGHT PERCENT WHILE PC IN QUESTION HAS 8.375 PERCENT RATE FOR PURCHASE OF \$15 MILLION. HE STATED THAT FINANCING AT 8.375 PERCENT FOR THIS TRANSACTION CLEARLY NON-COMPE-  
TITIVE, NOTING JAPANESE HAVE OFFERED EIGHT PERCENT. NAVAS ADDED THAT JAPANESE HAD OFFERED 7.75 PERCENT FINANCING ON

PAIPA BID.

3. NAVAS WILL WISH TO DISCUSS ABOVE WITH EX-IM OFFICIALS.  
DREXLER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, ENERGY, TRADE VISITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1978BOGOTA06408  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Office:** ACTION XMB  
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**Original Handling Restrictions:** n/a  
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**Status:** NATIVE  
**Subject:** TRADE PROMOTION: VISIT OF ENERGY SECTOR OFFICIALS  
**TAGS:** ENRG, ETRD, BTRA, CO, US, XMB  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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